

SOUTHEAST KANSAS FARM MANAGEMENT ASSOCIATION
PROFIT CENTER ANALYSIS: 5-YEAR AVERAGE & 2004
CONTRACT TURKEY PRODUCTION

	1999-2003 Average				2004			
Number of Farms	15				15			
Average Number of Birds	67,656				61,485			
Ratio of Marketed / Placed *	0.883				1.110			
Weight / Bird Sold	33.48				34.33			
Sale Price / Bird	\$2.15				\$2.22			
Gross Income / Bird	\$2.35				\$2.44			
Total Expense / Bird	\$1.73				\$1.80			

	Birds	Total Dollars	\$ / Cwt	\$ / Bird	Birds	Total Dollars	\$ / Cwt	\$ / Bird
INCOME:								
Turkeys Sold	67,656	145,726.40	\$6.43	\$2.15	61,485	136,353.46	\$6.46	\$2.22
Litter		12,687.78				13,424.18		
Patronage Refunds		298.15				98.98		
Miscellaneous Income		30.19				-		
OTHER INCOME		\$13,016.12	\$0.57	\$0.19		\$13,523.16	\$0.64	\$0.22
GROSS INCOME		\$158,742.52	\$7.01	\$2.35		\$149,876.62	\$7.10	\$2.44
EXPENSES:								
Labor Hired		9,339.02	\$0.41	\$0.14		15,263.02	\$0.72	\$0.25
General Machinery Repairs		8,073.56	0.36	0.12		8,997.81	0.43	0.15
Interest Paid		20,713.16	0.91	0.31		12,097.38	0.57	0.20
Machine Hire - Lease		259.59	0.01	0.00		501.55	0.02	0.01
Farm Org Fees / Travel / Publ		1,634.15	0.07	0.02		919.96	0.04	0.01
Vet Medicine / Drugs		22.13	0.00	0.00		3.83	0.00	0.00
Livestock Marketing / Breeding		1,351.84	0.06	0.02		1,189.04	0.06	0.02
Gas / Fuel / Oil		2,313.31	0.10	0.03		2,971.49	0.14	0.05
Personal Property Tax		541.05	0.02	0.01		333.11	0.02	0.01
General Farm Insurance		4,390.62	0.19	0.06		4,093.68	0.19	0.07
Telephone		969.24	0.04	0.01		1,236.99	0.06	0.02
Electricity		6,628.92	0.29	0.10		6,827.29	0.32	0.11
Water		2,136.16	0.09	0.03		2,600.65	0.12	0.04
Propane		13,334.18	0.59	0.20		13,924.11	0.66	0.23
Undivided Utilities		30.43	0.00	0.00		117.24	0.01	0.00
Auto Expense		843.50	0.04	0.01		459.85	0.02	0.01
TOTAL VARIABLE COSTS		\$72,580.86	\$3.20	\$1.07		\$71,537.00	\$3.39	\$1.16
RETURN ABOVE VARIABLE COSTS		\$86,161.66	\$3.80	\$1.27		\$78,339.62	\$3.71	\$1.27
Depreciation		27,834.58	1.23	0.41		20,235.35	0.96	0.33
Real Estate Tax		3,527.24	0.16	0.05		3,389.31	0.16	0.06
Unpaid Operator Labor		13,174.51	0.58	0.19		15,210.00	0.72	0.25
Interest Charge **		-	-	-		-	-	-
TOTAL FIXED COSTS		\$44,536.32	\$1.97	\$0.66		\$38,834.66	\$1.84	\$0.63
TOTAL EXPENSE		\$117,117.18	\$5.17	\$1.73		\$110,371.66	\$5.23	\$1.80
NET RETURN TO MANAGEMENT		\$41,625.34	\$1.84	\$0.62		\$39,504.96	\$1.87	\$0.64
NET RETURN TO LABOR-MGT		\$64,138.87	\$2.83	\$0.95		\$69,977.98	\$3.31	\$1.14
Factors:								
Nonfeed Costs			\$5.17	\$1.73			\$5.23	\$1.80

* Ratio of Birds Marketed / Placed first reported in 2000.

**Interest charge equals: ((8.0% times one-fourth gross purchases) plus (8.0% times one-fourth the variable costs) plus (4.0% times depreciation times 8)) minus cash interest paid.